



Learn & Share
ONLINE EDUCATION

The background is a high-contrast, black and white abstract composition. It features sharp, angular geometric shapes and lines that create a sense of depth and movement. Bright white lines cut through the dark space, highlighting specific architectural or structural elements. The overall effect is modern and dramatic.

It's a deal.





***Do you negotiate much
in your work?***

- **NEGOTIATE (V.)**

/Nə'GOʊʒI.EɪT/

I. Vocabularies

Stages of a negotiation

Stage (N.) /steɪdʒ/
a point, period, or step
in a process

- Making small talk
- Making an offer
- Rejecting an offer
- Reaching a compromise
- Accepting an offer
- Close the deal

Making small talk 1

Jack: How was your flight?

Roberto: Not too bad. I slept on the plane.

2

Kate: So, what is your price?

Carol: We were thinking about \$50 per package.

Kate: We were thinking about \$50 per package.

Carol: Hmm... that's too high for us.

4

Kate: How about \$40 per package?

Carol: Sounds good.

5

Kate: We can pay \$50 per package if you reduce your delivery time by 10 days. Can you do that?

Carol: Yes, we can do that.

6

- ***Accepting an offer***
- ***Reaching a compromise***
- ***Making small talk***
- ***Close the deal***
- ***Making an offer***
- ***Rejecting an offer***

II. LISTENING

- STEVEN WORKS IN A CONSULTING COMPANY AND CHARGES \$120 AN HOUR. ONE OF HIS CLIENTS WANTS TO NEGOTIATE A LOWER PRICE.



QUICK CHECK

1. What's Steven first offer?

2. How much does Costas want to pay?

3. What compromise do they reach?

4. Why do they arrange another meeting?

What do you say when....?

01

Making an offer

02

Accepting an offer

03

Rejecting an offer

04

Asking for an opinion

05

Asking someone to make an offer

06

Closing a deal

Negotiation 1

	Buyer wants...	Seller wants...
Price/lb	\$6 (25% discount)	\$8
Delivery time	20 days	30 days
Minimum order	50 pounds	100 pounds

III. SPEAKING: ROLE PLAY

Negotiation 2

	Buyer wants...	Seller wants....
Price/lb	\$5.40 (10% discount)	\$6
Delivery time	15 days	30 days
Minimum order	100 pounds	200 pounds



*THANK
YOU!*